



Mark Young
New York Metro

May 9, 1997

To: Steve Grossberg
Tony Addessi

Subject: Cincinnati Management Team / Working the streets in NYC

Gentlemen,

Dave Wilmesher is currently having the RM, RBM and ROM from different regions make a trip into another region to learn about different ways of doing business. The Cincinnati Region team will visit NYM the first week in June. Listed below is the schedule and agenda:

Tues. June 3: *Cincinnati Management arrives (am) ... Newark Airport

*Meeting at the ROU with Rory and Mike

*Hotel arrangements for Tuesday night:

Crown Plaza Hotel (down the street from ROU)

Phone #908-225-8300

Larry Poole

Conf.#60573372

Todd McMahon

Conf.#60576858

Tim Gillespie

Conf.#60579386

(all guaranteed on MY's Am.Exp.)

*Dinner TBD

Wed. June 4: *Mark will pick-up Larry and Todd and drive to the Manhattan office (Mike McHugh will meet us there).

*Rory will pick-up Tim and drive to the Queens office.

*Work the street for the day:

☐ *Manhattan group #1:* Tony, Mark, Larry

☐ *Manhattan group #2:* Mike, Todd, Guaneri or Groll

☐ *Queens group:* Steve, Rory, Tim

*End of the day meet at the:

Grand Hyatt Hotel ... Park & Grand Central

1-800-233-1234

Reservations: *Larry Poole*

conf#1608841

Tim Gillespie

(one conf.# for all)

Todd McMahon

(MY's Am.Exp.)

Mark Young

Rory O'Rourke

Mike McHugh

Tony Addessi

Steve Grossberg

*Dinner (Tony will find us a great place)

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Thurs. June 5: * Check out of the hotel and go to the Manhattan office

* Discussion with DM's (Tony & Steve):

- ☐ *Special projects*
- ☐ *Goal setting for division and Representatives*
- ☐ *Merchandising and contracts (unique to the divisions)*
- ☐ *Creative and innovative ways of building business*
- ☐ *Dealing with unique customers / demographics*

* Lunch

* Newark airport / early pm.

Take a look at the agenda and start planning where you would like to take your group.
Tony, who do you think should take the second Manhattan group let me know.

Sincerely,

Mark Young

cc: Rory O'Rourke / Mike McHugh

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